## Medium to Large Deals in Pipeline - Attraction: Total # Jobs Economic Development



KPI Owner: Process:

Baseline, Goal, & Benchmark	Source Summary	Continuous Improvement Summary
Baseline: TBD	Data Source: SalesForce	Plan-Do-Check-Act Step 1: Define the problem
Goal: TBD		Measurement Method: Sum of company reported data
	Goal Source: TBD	Why Measure: Jobs added by new businesses attracted to Louisville improves local economy and aligns with Metro Goal #7
	Benchmark Source: TBD	Next Improvement Step: Increase total number of jobs attracted
Benchmark: TBD		

How Are We Doing?

Oct2014-Dec2015	Oct2014-Dec2015
5 Year Goal	5 Year Actual
TBD	21,719
Jobs	Jobs

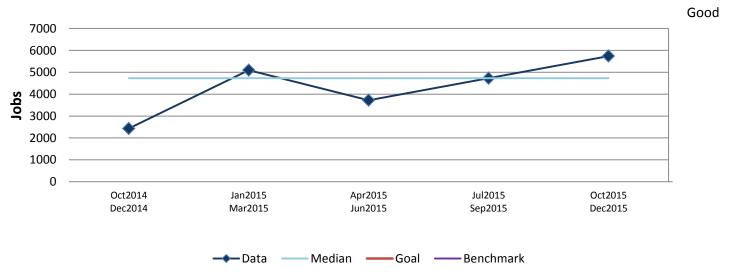


Oct2015-Dec2015	Oct2015-Dec2015
Goal	Actual
TBD	5,739
Jobs	Jobs



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The seven basic quality tools, "5 Whys" technique, brainstorming and other methods will be applied to the measure graphed above. The purpose of using the tools/methods is to understand what makes performance less than desirable if performance is not best in class.